

# INFORMATION LETTER

Not for  
Publication

NATIONAL CANNERS ASSOCIATION

For Members  
Only

No. 707

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August 13, 1938

## FSCC to Buy Ozark Canned Tomatoes

The Federal Surplus Commodities Corporation has announced that it has tentatively accepted offers from Ozark tomato canners amounting to 148,653 cases of No. 2 tomatoes, 1,800 of 2½'s, and 3,800 cases of 10's. Purchase of these tomatoes will be contingent on the canners filing certified statements regarding the prices they are paying growers for tomatoes for this year's pack. The tomatoes offered are from the 1937 pack and have been received from about 70 different canners. The total offerings by the canners were 443,307 cases of 2's, 26,314 cases of 2½'s, and 11,775 cases of No. 10's.

## British Cut Copper Tolerance in Tomato Products

The recently announced requirement of Great Britain that tomato puree carrying more than 50 parts of copper per million of dry total solids would not be accepted for importation into the United Kingdom after January 1, 1939, was noted in the INFORMATION LETTER for July 30th. It is now learned that this requirement is not limited to tomato puree but also applies to other tomato products.

The Association's Research Laboratory is undertaking a survey to determine just what this requirement means to American producers, and would be glad to receive communications from members of the Association who may contemplate offering tomato products for export to the United Kingdom during the coming year. The Laboratory would be glad to be in touch with these members of the Association in order that it may make such study as the time will permit of the character of machinery employed and the amount of copper taken up from it by tomato products.

## N. C. A. Field Laboratories in Ohio and Minnesota

Bacteriological field laboratories of the National Canners Association are now located at the West Jefferson, Ohio, plant of Crampton Canneries, Inc., and at the Waseca, Minnesota, plant of the Fairmont Canning Company. They will remain in these locations for approximately two weeks. During this period, the personnel of these laboratories will be available to member canners in these areas for consultation or such other service in connection with spoilage problems as would ordinarily be submitted to the Washington Laboratory.

## Vitamin C Survey of Tomato Juice Plants

During the 1937 canning season the Research Laboratory received requests from many members engaged in the canning of tomato juice to survey their plants in order to determine to what extent the vitamin C of the raw tomatoes was conserved in the finished product. This request was complied with as far as possible and similar work is planned for this season to a certain extent. Special attention was given last year to canners in the Middle West and first attention

will be given this year to tomato juice producing plants in the state of New York, from which district several requests have already been received. The Laboratory will probably be able to comply with such requests for this service as may be received from the members of the National Canners Association in the same district, if such requests are received during the next few days.

## Trade Agreement Signed with Ecuador

Present Ecuadorian duties on sardines, on powdered, evaporated, and condensed milk, and on dried prunes are bound at their present rates under the terms of the reciprocal trade agreement between the United States and Ecuador signed on August 6. The present Ecuadorian duties on these products, as bound for the life of the agreement, are: Sardines, 0.49 sucre per legal kilo; milk, 0.45 sucre per kilo; prunes, 0.315 sucre per kilo. (The sucre equals about 7 cents United States money.) The United States granted to Ecuador a reduction of 50 per cent in the ad valorem duty on dried bananas, and bound on the free list green or ripe bananas and plantains, cocoa or cacao beans, and coffee.

The agreement will come into force on the 30th day following the proclamation thereof by the President of the United States and the Supreme Chief of the Republic of Ecuador. It is the eighteenth reciprocal trade agreement to be concluded and the tenth to be signed between Latin American countries.

## CANNING CROP PROSPECTS

### Government Forecasts Bean, Corn and Tomato Output on Basis of August 1 Condition

Production of 121,100 tons of green and wax beans for manufacture in 1938 is indicated by reports received by the Bureau of Agricultural Economics from canners giving the probable yield and condition of the crop on August 1. This compares with 105,300 tons for 1937 and an average of 70,400 tons for the 10-year (1927-36) period. The total production now in prospect exceeds the previous record-high production for 1937 by 15 per cent.

Yields of 1.70 tons per acre are indicated for 1938 compared with 1.67 tons for 1937 and 1.45 tons for the 10-year (1927-36) period. Average yields or better are in prospect in all important States except South Carolina.

Reports on sweet corn for manufacture indicate a production of 785,300 tons for 1938. According to the Bureau the August 1 indicated production is 20 per cent less than the 1937 estimated production of 978,500 tons, but 33 per cent above the 10-year (1927-36) average production of 591,600 tons.

The August 1 yield of 2.30 tons per acre compares with 2.23 tons for 1937 and an average yield of 1.95 tons per acre for the 10-year (1927-36) period. With favorable tempera-

tures and sufficient moisture in the important sweet corn producing States, the crop continues to make satisfactory progress, especially so east of the Mississippi River where widespread, timely showers have been helpful.

A production of 1,558,400 tons of tomatoes for manufacture is in prospect for 1938 on the basis of the crop's condition on August 1. The 1938 indicated production compares with 1,973,800 tons estimated for 1937 and an average of 1,385,600 tons for the 10-year (1927-36) period.

The average yield of 3.99 tons per acre indicated for 1938 compares with 4.38 tons estimated for 1937 and an average yield of 4.09 tons for the 10-year (1927-36) period. Heavy rains late in July reduced prospects in New Jersey, Pennsylvania, Delaware, Maryland, and Virginia. But in New York State, Ohio, Indiana, and the Ozark region, better than average yields were in prospect on August 1. In the important western States of Colorado, Utah and California, yields indicated by August 1 conditions were somewhat below average.

The following tables give the Bureau's figures on the three crops, by States:

State	Tomatoes Acreage		Production	
	1937	1938	1937	1938
	harvested Acres	planted Acres	Tons	indicated Tons
New York.....	20,400	17,300	142,800	129,800
New Jersey.....	35,300	30,000	137,700	120,000
Pennsylvania.....	15,400	17,200	66,200	72,200
Ohio.....	21,000	22,500	69,300	135,000
Indiana.....	80,700	70,200	427,700	308,900
Illinois.....	9,000	8,800	44,100	28,200
Michigan.....	6,100	6,500	20,700	37,700
Iowa.....	5,100	5,400	30,100	18,400
Missouri.....	14,200	16,100	32,700	35,400
Delaware.....	13,000	9,400	42,900	26,300
Maryland.....	61,000	52,800	176,900	153,100
Virginia.....	25,200	22,000	65,500	59,400
Kentucky.....	3,900	4,300	14,400	9,500
Tennessee.....	9,200	8,900	22,100	18,700
Arkansas.....	14,300	19,300	34,300	40,500
Colorado.....	4,200	3,900	23,100	22,600
Utah.....	6,400	4,800	54,400	37,900
California.....	83,030	43,890	498,200	219,400
Other States.....	23,070	27,760	70,700	85,400
Total.....	450,500	391,050	1,973,800	1,558,400

State	Green and Wax Beans Acreage		Production	
	1937	1938	1937	1938
	harvested Acres	planted Acres	Tons	indicated Tons
Maine.....	1,460	1,750	3,800	4,600
New York.....	8,100	8,650	13,000	13,800
Pennsylvania.....	2,200	2,450	3,700	3,400
Indiana.....	1,200	930	1,800	1,300
Michigan.....	6,300	6,800	8,200	9,500
Wisconsin.....	7,300	8,780	9,500	13,200
Delaware.....	1,000	1,070	1,700	1,700
Maryland.....	10,100	12,680	16,200	19,000
South Carolina.....	400	300	400	300
Tennessee.....	2,250	2,200	3,600	3,300
Mississippi.....	2,150	2,100	1,500	2,300
Arkansas.....	2,350	3,400	2,600	4,100
Louisiana.....	1,750	1,800	1,600	2,200
Colorado.....	1,050	1,050	3,500	2,900
Utah.....	1,050	1,200	3,400	4,000
Washington.....	900	1,100	3,800	4,100
Oregon.....	1,710	2,200	10,800	11,400
California.....	1,480	1,400	6,500	6,300
Other States.....	10,370	11,180	9,700	13,700
Total.....	63,120	71,040	105,300	121,100

State	Sweet Corn Acreage		Production	
	1937	1938	1937	1938
	harvested Acres	planted Acres	Tons	indicated Tons
Maine.....	18,200	12,000	63,700	42,000
New Hampshire.....	750	430	2,900	1,500
Vermont.....	1,300	1,250	3,200	3,100
New York.....	22,600	23,000	40,700	57,500
Pennsylvania.....	9,500	9,500	19,000	18,000
Ohio.....	22,200	22,500	42,200	54,000
Indiana.....	51,400	41,300	107,900	82,600
Illinois.....	89,100	53,300	213,800	122,600
Michigan.....	6,000	6,100	8,400	7,300
Wisconsin.....	30,700	28,500	52,200	68,400
Minnesota.....	72,100	55,400	173,000	133,000
Iowa.....	54,300	33,600	114,000	77,300
Nebraska.....	3,200	2,100	2,900	2,900
Delaware.....	3,850	2,000	10,400	4,600
Maryland.....	38,100	33,100	83,800	72,800
Tennessee.....	2,730	2,620	7,600	7,100
Washington.....	1,500	1,900	4,400	4,000
Oregon.....	4,000	2,000	9,600	3,400
Other States.....	7,430	10,360	18,800	23,200
Total.....	438,960	340,960	978,500	785,300

### Condition of Certain Canning Crops Compared

Condition of cabbage for kraut in the United States was reported by the Bureau of Agricultural Economics to be 92.8 per cent on August 1, 1938, as compared with 83.5 per cent on August 1, 1937; cucumbers for pickles, 85 per cent, as compared with 84.3 per cent; lima beans, 85.1 per cent as compared with 77.8 per cent; beets, 87.5 per cent compared with 81.3 per cent; California pimientos, 90 per cent as compared with 95 per cent, and Georgia pimientos, 82 per cent for August 1 of both years.

### Vegetable Growers Meetings Scheduled

The Virginia Extension Service announces that the Seventh Annual Northern Neck Tomato Field Day will be held Tuesday, August 16, at the W. S. Straughn Farm, near Hague, Westmoreland County, Virginia. Variety trials and strain tests of Marglobe, Pritchard and Rutgers varieties will be examined and discussed at this field meeting. In addition there will be talks on tomato disease control, fertilization, and cultural practices.

The New Jersey College of Agriculture announces August 20th as the day for a meeting of vegetable growers at the Agricultural Experiment Station at New Brunswick. The program will include a tour of the experimental plots to observe tests on tomato diseases, pepper diseases, fertilizer experiments with tomatoes and lima beans, effects of boron applications to soils, varieties and strain tests of tomatoes, comparison of fertilizer and special soil treatments for asparagus, variety tests of spinach, carrot, beet, squash, pumpkin and other vegetables.

### HOME ECONOMICS IN BUSINESS

#### Public Relations Aspect of Work with Consumers Analyzed by Noted Counsel

"Constructive public relations is not press agency, publicity, or promotion," Edward L. Bernays, well-known counsel on public relations, told home economists at the recent

American Home Economics Association conference held in Pittsburgh. "It is a primary function of management. It concerns itself with the accommodation of business to the existing economic, the social, and the political structure."

Mr. Bernays discussed home economics in business, which, he said, "is basically linked with the whole subject of public relations in business." He believes that "home economics activities must play an increasingly important part in those businesses, food, household appliances, and others, from the standpoint of the broad public interest as well as that of our private enterprise system, as we know it. . . . For the public is growing wiser—it wants and needs the facts that the home economist's point of view can develop."

Consumer movements, he said, do the work of home economists, and "these consumer movements, it seems to us, constitute both a good omen and a warning to home economists in business. The consumer movement is a good omen to home economists because it shows the consumer is keenly interested in home economics activities. . . . It is a warning to business in that it may become dangerous for American industry if the movement is taken over by those interested in furthering some concept inimical to private enterprise. The real consumer movement should be made within business—your own home economics movement. It should logically be developed by business itself. There is no anomaly in private profit cooperating with public interest towards a common objective."

"America has two problems," Mr. Bernays stated, "one to educate the public to the significance and importance of private enterprise to the public; the other to educate its business leaders to the obligations placed upon their actions by the new demands made by the public interest. Public relations is a two-way process and activity. It is not only to articulate business to the public—it is also to interpret the public to business."

"Home economics in business is important in this two-way process which is the basis of sound public relations, because home economists not only project the business point of view, but also interpret to business the desires of the housewife."

"The field of home economics in public relations," Mr. Bernays said, "is concerned with an endeavor to project the product, not in terms of the profit motive alone, but in terms of consumer interest. It treats of the product, not only in terms of goods for sale, but in terms of a needed use the goods can meet. It brings about the coincidence of the private, profit-making interest of the particular business or industry, and the broad interest of the general public or the particular public involved. This is essential if a business is to succeed over a period of time."

"The primary function of home economics activities in business," Mr. Bernays stated, "is to voice the woman's viewpoint to the company's other departments, and to answer the all-important question, 'What does the American housewife want?' To answer this question intelligently, these departments test products, develop new recipes, and new uses of products, suggest new products, as well as improvements in present products, cooperate with research divisions, aid in consumer advertising and illustrating, in the designing of labels and wrappers, and in the writing of directions and recipes for use of listed products."

"Some home economics departments work closely with the public relations departments in the furnishing of ideas, copy,

mat features and publicity stories about foods, and in the organization of consumer meetings and demonstrations. They also work with merchandising departments through meetings with salesmen, dealers and group merchandising organizations, on exhibits, and in the preparation of shopper display leaflets. They establish better consumer relations through direct contact with consumer testers, and through contact by mail. They maintain and develop relations with home economics teachers of schools and colleges, dietitians, home demonstration agents, food editors and the like. They carry on consumer education work by lecture-demonstrations through women's clubs, church groups, parent-teacher associations, trade associations and schools, and in turn, pass on the criticism received from these groups to their companies. They also interpret consumer needs in conjunction with radio programs."

"Acceptable menus are provided, together with carefully worked-out cooking instructions. The modern woman is inclined to buy meals when she goes into a store, rather than individual items of food. She appreciates suggestions of serving methods, data on the number of servings contained in the package, and the time required for preparation."

"In summary, all of these activities bring about harmony between business and the consumer. All lead to the conclusion that business should carry on an even more comprehensive policy of home economics, should further study and develop this field of action, in its own interests; and in the interests of the coincidence between public and private interest."

#### FSCC to Purchase Surplus Raisins

Federal Surplus Commodities Corporation has been authorized to buy up to 11,000 tons of raisins under a surplus-removal program, it was announced last week. Only standard quality raisins will be purchased. Buying operations, to be conducted in California, must be completed by October 1. This purchase, together with the loan program recently announced by the Commodity Credit Corporation and a FSCC purchase of 15,000 tons made several weeks ago, is expected to assist raisin growers materially.

#### Portuguese Canned Sardine Imports Drop

Supply of sardines will be plentiful this year in Portuguese coastal waters, in contrast to the scarcity encountered in some sections, notably Setubal, during the 1937 season, according to a report dated July 11, from the office of the American consul general at Lisbon. However, cannery are more concerned with marketing conditions than with the supply of fish.

It is reported that large stocks of canned sardines remain unsold from last year, and exports during the first four months of 1938 amounted to only 7,576 metric tons (of 2,204.6 lbs. each), compared with 17,334 tons in the same period of 1937. Shipments to the United States likewise declined, having dropped from 1,376 tons in January-April of 1937 to only 240 tons in the 1938 period.

The Portuguese production of canned sardines in 1937, the first year for which statistics are available, was reported as 40,461,955 kilos, and it is expected that output this year will be somewhat higher should market conditions show a sufficient improvement.



### Fruits and Vegetables in Cold Storage

The collection and compilation by the Bureau of Agricultural Economics of information on cold storage stocks of quick-freeze and cold-packed and preserved fruits is still in the experimental stage, which makes it somewhat difficult to give a really accurate segregation. Of the 35,000,000 pounds of "quick-freeze" fruits in storage on August 1, the classification on 3,700,000 pounds was not reported. Of the 116,000,000 pounds of cold packed fruits in storage on the same date, 30,000,000 pounds were unclassified.

The same situation as for frozen fruits prevails in the case of frozen vegetables. Of the 45,000,000 pounds reported, slightly over 6,000,000 pounds were not classified.

Commodity	July 1, 1938	Aug. 1, 1938
	Thous. Pounds	Thous. Pounds
<b>Fruits, quick freeze processed:</b>		
Blackberries.....	390	602
Blueberries.....	864	704
Cherries.....	3,368	9,904
Logan and similar berries.....	464	1,014
Raspberries.....	709	3,443
Strawberries.....	9,862	12,600
Other fruits.....	3,493	3,043
Classification not reported.....	5,027	3,711
<b>Total.....</b>	<b>24,177</b>	<b>35,021</b>
<b>Fruits, cold packed and preserved:</b>		
Blackberries.....	2,417	2,976
Blueberries.....	4,459	3,917
Cherries.....	8,752	18,609
Logan and similar berries.....	1,886	2,903
Raspberries.....	4,770	9,549
Strawberries.....	38,352	33,550
Other fruits.....	21,498	14,798
Classification not reported.....	19,061	30,028
<b>Total.....</b>	<b>101,195</b>	<b>116,330</b>
<b>Vegetables, quick freeze processed:</b>		
Asparagus.....	3,741	4,012
Beans, lima.....	3,433	3,004
Beans, snap.....	2,222	3,464
Broccoli, green.....	601	710
Corn, sweet.....	2,019	2,052
Peas, green.....	11,415	21,839
Spinach.....	2,586	2,306
Other vegetables.....	2,950	1,493
Classification not reported.....	4,614	6,214
<b>Total.....</b>	<b>33,581</b>	<b>45,094</b>

### Fruit and Vegetable Market Competition

Carlot Shipments as reported by the Bureau of Agricultural Economics, Department of Agriculture

VEGETABLES	Week ending—			Season total to—	
	Aug. 6, 1937	Aug. 6, 1938	July 30, 1938	Aug. 6, 1937	Aug. 6, 1938
Beans, snap and lima.....	21	7	9	8,034	8,085
Tomatoes.....	181	129	108	17,598	26,481
Green peas.....	267	185	160	5,376	4,338
Spinach.....	4	7	8	8,136	6,511
Others: domestic, com- peting directly....	1,591	1,595	502	120,896	114,278
<b>FRUITS</b>					
Citrus, domestic.....	1,258	2,424	2,295	129,012	151,244
Imports.....	3	8	8	3	8
Others, domestic.....	3,975	3,167	2,326	17,094	22,875

### Decline in Malayan Exports of Canned Pineapple

Exports of canned pineapple from British Malayan ports during the week ending June 4, 1938, amounted to 129,074 cases, according to the American commercial attache at Singapore.

Of the total exports during this period, 107,857 cases were consigned to the United Kingdom, 3,387 to Continental Europe, 10,612 to Canada, and 7,218 cases were shipped "elsewhere." Canned pineapple exports from British Malaya during the period December 26, 1937, to June 4, 1938, totaled 1,199,082 cases, or an average of 52,134 cases per week. This is a decline compared with the 1,249,637 cases or an average of 54,332 cases exported during the corresponding period of 1936-37.

### Department Store Sales in July

Department store sales showed less than the usual seasonal decline from June to July, according to the Federal Reserve Board. Total sales in July were 12 per cent less and in the first seven months of the year 10 per cent less than in the corresponding periods of 1937.

### Japanese Canned Crab Shipments Rise in May

Japanese shipments of ordinary canned crab showed a decided gain in volume during May, 1938, according to a report dated July 5 from the office of the American commercial attache at Tokyo. Exports for May amounted to 27,805 cases, an increase of 120 per cent over the previous month, and 60 per cent more than May, 1937. The total for the first five months, however, remained far below the 1937 season. Most of the shipments during the first five months were imported into the United States.

### Japanese Canned Sardine Exports Increase

Shipments of canned sardines from Japan during May, 1938 totaled 74,253 cases, a gain of 60 per cent over the previous month, according to the Japan Tinned Sardine Exporters' Association as reported June 30 by the office of the American commercial attache at Tokyo. Most of the increase resulted from heavier shipments to the Philippines, Burma, and the Netherlands East Indies.

### New Zealand Establishes Citrus Monopoly

In order to give effect to its decision to set up an import monopoly for the handling of citrus fruits and bananas, the Government of New Zealand recently prohibited the importation of all oranges, mandarins, grapefruit, lemons, and bananas except with the consent of the Minister of Customs, according to a report received in the Bureau of Agricultural Economics from the American consul general at Wellington.

The Internal Marketing Division now becomes the sole legal importer of citrus fruits and bananas. The Ministry of Customs had announced that the Dominion's supplies of citrus fruit and bananas are to be drawn from countries supplying New Zealand in the past and in such quantities as will meet the requirements of the market.

## New York Milk Program Referendum Scheduled

Referendum on a proposed marketing agreement program for the New York metropolitan milk marketing area will be held among approximately 60,000 dairymen throughout the New York milkshed on August 20, the Agricultural Adjustment Administration announced August 6. The referendum will be held in New York and in parts of Pennsylvania, New Jersey, Connecticut, Massachusetts, Vermont, and Maryland.

## BROKERAGE COMPLAINT ISSUED

### Mississippi Company Cited in Latest Case under Robinson-Patman Act

In another brokerage clause case under the Robinson-Patman Act, the Federal Trade Commission recently issued a complaint against the Mississippi Sales Company, Inc., of Meridian, a general merchandise brokerage house, and against a group of concerns for which it acts as intermediary in either the purchase or sale of merchandise, particularly foodstuffs. The complaint alleges unlawful payment and acceptance of brokerage fees, naming three concerns as buyer respondents, and five as seller respondents. The Commission further charges that another respondent—the president, director and majority stockholder of the Sales Company—is also the president, a director, and a majority stockholder of one of the buyer respondent corporations, and is also closely identified with the other two buyer respondents.

Through the agency of the Mississippi Sales Company, the complaint alleges, one of the buyer respondents makes purchases from the respondent sellers on which the latter pay brokerage fees or commissions to the brokerage house, the buyer respondent, and to the individual respondent. The complaint avers that the fees are accepted without any service whatsoever being rendered to the respondent sellers, and while the ownership, management, and control of the Sales Company are identified and affiliated with the buyer respondent through the individual respondent who is president, director, and majority stockholder of both corporations.

Under similar circumstances it is charged that the Sales Company accepts unlawful brokerage fees from the respondent sellers on sales made to the other two buyer respondents. In all of the buying and selling transactions referred to, according to the complaint, the brokerage fees are paid by the sellers and received by the Sales Company on sales they make to the buyer respondents.

### Grower Referendum on Corn Quotas Unnecessary

Official forecast of a 2,566,221,000 bushel corn crop this year has made unnecessary a farmer referendum on the application of corn-marketing quotas, the Department of Agriculture announced August 10. This amount, plus indicated carryover of 320,000,000 bushels from last year, is 27,000,000 bushels below the "excessive supply" level (figured by the Department at 2,913,000,000 bushels) that would make a poll mandatory under the new crop-control law.

If the November corn-production report agrees with this August forecast, Federal loans on corn will be mandatory under the law. The corn-loan rate, indicated now by figures for July and August production estimates and parity price comparisons, would be 58 cents per bushel. This is 8 cents

higher than the corn-loan rate of 1937. However, the actual loan rate will be based on November production and parity price figures, as required by law.

The Department's corn forecast of a month ago was 2,482,102,000 bushels. Corn production last year totaled 2,644,995,000 bushels and averaged 2,306,157,000 bushels during the ten years 1927-36.

As a result of the Department's decision, there will be no restrictions placed on corn producers relative to the amount of corn they may sell or feed this fall. If a referendum had been held and two-thirds of the producers voting had approved the imposition of marketing quotas, all corn growers would have been required to store their share of the surplus or pay a penalty tax of 15 cents per bushel.

## AAA Announces Fig Diversion Program

Surplus-diversion program for figs under which benefit payments of up to \$125,000 will be made for California-produced substandard figs which are diverted from regular channels of consumption for conversion into animal feed, syrup, brandy, commercial alcohol, or other approved uses, was announced August 9 by the Agricultural Adjustment Administration. The program is similar in purpose and in major details to the substandard fig diversion plan operated in California during the previous year for the 1937 fig crop.

## Temperature and Rainfall Records

The following table gives the average temperature and total rainfall for the principal canning districts for each of the past two weeks, as shown by the U. S. Weather Bureau reports for selected stations in these districts:

District	Week ended Aug. 2, 1938		Week ended Aug. 9, 1938	
	Temp.	Rain	Temp.	Rain
Maine.....	72	1.7	77	.0
Western New York.....	76	.2	79	.0
Tri-States.....	80	.8	82	.5
South Central Ohio.....	72	3.9	81	.7
Central Indiana.....	78	1.4	81	.9
Central Illinois.....	77	2.1	81	.8
Northern Illinois, Southern Wisconsin.....	73	.6	77	2.3
Southern Minnesota.....	73	.5	78	1.0
Northern Colorado.....	76	.2	80	.0
Northern Utah.....	81	.0	76	.5
Northwestern Washington...	64	.0	64	.0
Southeastern Washington....	78	.0	71	.0

## Price Fixing Practices Charged

Four manufacturers alleged to control substantially the entire output of calcium chloride in the United States, and their trade association, the Calcium Chloride Association, are charged in a complaint issued by the Federal Trade Commission with engaging in a conspiracy to fix prices and with using other unlawful methods to restrain and eliminate competition in the sale of their product.

The complaint alleges that acting directly and through their trade association, the respondent companies, in order to better effectuate their agreement to fix and maintain uniform prices, have (1) maintained a uniform zoning system for the United States; (2) suggested retail prices to their

individual dealers or distributors; (3) exchanged information with reference to the prices each charges for calcium chloride and concerning their yearly distributions of the product; (4) changed simultaneously, in the same amounts, their sales prices, and (5) offered identical bids for carload and less than carload lots of their product to prospective purchasers.

It is further alleged that since 1937 the respondents have, by agreement, eliminated cash discounts for prompt payment by purchasers of calcium chloride.

The complaint avers that the acts and practices alleged have hindered and prevented price competition between and among the respondent companies; have placed in them the power to control and enhance prices; have created in them a monopoly in the sale of calcium chloride, and constitute unfair methods of competition within the intent and meaning of the Federal Trade Commission Act.

### METHODS OF APPLYING FERTILIZER

#### Recommendations of National Joint Committee for Various Crops Summarized

The National Joint Committee on Fertilizer Application has published recommendations covering methods of fertilizing various crops, prepared by a special committee appointed at the thirteenth annual meeting of the Joint Committee in Chicago in November, 1937. The recommendations were reviewed prior to publication by members of the Joint Committee and suggestions and corrections embodied in the published report.

The summary of recommendations includes the following for crops in which canners are interested:

**CORN.**—When corn is check-planted, the fertilizer should be dropped at the hill and not drilled. Hill applications are best placed in bands 6 to 8 inches long on each side of the seed and separated from it by  $\frac{1}{2}$  to 1 inch of fertilizer-free soil and in a depth zone from 1 inch below to slightly above the seed level. Narrow bands, 1 inch or less in width, are satisfactory for quantities up to 200 pounds per acre. For heavier rates the width of band or the lateral separation of seed and fertilizer should be increased. For drilled corn the fertilizer should be drilled uniformly in continuous bands in the same relative position as suggested for hill applications. Placement close to the seed is less damaging with heavy applications by the drilling method than with hill application.

**SNAP BEANS.**—Fertilizer should be applied in bands  $1\frac{1}{2}$  to 2 inches to each side of the seed and 1 to  $1\frac{1}{2}$  inches below the seed level.

**LIMA BEANS.**—Fertilizer should be applied in bands, 2 inches to each side of the seed and 1 inch below seed level.

**PEAS.**—Fertilizer should be applied in bands, 2 inches to each side and 1 inch below seed level for peas planted in wide rows, using a bean planter and not a grain drill. For canning peas, planted in narrow rows, in the eastern part of the United States, placement  $2\frac{1}{2}$  inches to one side and 1 inch below the seed level with a grain drill is recommended. No definite recommendations are being made for the Middle West.

**SPINACH.**—Fertilizer should be applied in bands, midway between the rows and 2 inches deep, if rows are not more

than 9 inches apart, where as much as 1,000 pounds of fertilizer to the acre is used. It should be applied in bands 2 to 3 inches to the side of the row and 2 inches deep for wider rows, or where light applications of fertilizer are made for narrow-row plantings.

### Certification of Georgia Tomato Plants

Amendments to 1938 Regulations, effective August 1, 1938, for the production of Georgia certified tomato plants for the 1939 season have just been issued by the Georgia Department of Entomology. These amendments relate to sources of seed to be used, seed treatment, sampling of seed, and certification of same. Copies of these amendments may be secured upon inquiry directed to Mr. M. S. Yeomans, State Entomologist, Georgia Department of Entomology, Atlanta, Georgia.

### Publication on Pea Weevil

A bulletin entitled "Biology of the Pea Weevil in the Pacific Northwest with Suggestions for Its Control on Seed Peas", Technical Bulletin No. 599, has just been issued by the U. S. Department of Agriculture. It describes the stages of the insect and its habits, and the factors affecting its abundance. Control methods suggested are based upon preliminary experiments, and include fumigation of harvested peas, disposal of shattered peas—an important source of weevil infestation—preventive practices, insecticides, and cultural methods. Copies of the publication may be obtained upon request directed to the Superintendent of Documents, Government Printing Office, Washington, D. C. The price is 10 cents per copy.

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